

ASX Announcement  
10 February 2025

## 1H25 Results & Investor Update.

**Janison Education Group Limited (ASX:JAN)** ("**Janison**" or the "**Company**"), is pleased to release its preliminary, unaudited financials and investor update for the six months ending 31 December 2024.

### 1H25 Highlights

#### **Solid financial performance and strong customer pipeline growth**

- \$23m Group revenue - growth of 3% during a transformational year. The Platform business grew +18% on a like-for-like basis<sup>1</sup>, adjusting for two contracts that ended as planned at the end of FY24.
- Group EBITDA improved +13% on PCP.
- Customer pipeline value significantly increased by +280% YoY to \$16M, reflecting a strong and growing demand for Janison's platform and services.

#### **Cost reshaping and disciplined cash management enabling strategic investments in growth and capability building**

- Net +3% reduction in total operating expenses, enabling reinvestment in strategic growth initiatives, with a +5% improvement in cash flow.
- New Chief Technology & Product Officer commenced bringing deep expertise in scaling digital platforms and driving innovation. Chief Growth Officer appointed for Q4 start to drive customer engagement, market expansion and revenue growth.
- Welcomed six world-class industry leaders to Janison's advisory committee, strengthening the Company's global network and unlocking valuable opportunities for future contracts.

#### **Janison's innovative AI platform in operation**

- Now operational internally, already delivering efficiency gains through a reduced item development team leveraging the AI platform.
- Currently being trialed with customers, with early positive feedback validating its potential for broader efficiency and revenue generation.

---

<sup>1</sup> Like-for-like revenue accounts for the completion of SEAB and British Council (CIVICA) contracts as planned at the end of FY24. Platform business excluding revenue from these contracts in FY24 has grown 18%. Reported Platform business revenue growth including these two contracts was +3%. Platform business revenue includes licence and services income.

## 1H25 Income Statement (unaudited):

	1H 25 (\$millions)	1H 24 (\$millions)	Growth on PCP (\$millions)	Growth on PCP (%)
Revenue	22.7	22.1	+0.6	+3% ▲
Gross Profit <sup>3</sup>	13.0	13.0	0.0	0%
GP Margin	57%	59%	(2)pps	▼
Opex	11.0	11.4	+0.4	+3% ▲
EBITDA	1.9	1.7	+0.2	+13% ▲
NPAT	(3.0)	(4.1)	+1.1	+26% ▲

## Sujata Stead, CEO Update

The first half of FY25 has been a promising period for Janison. We delivered solid financial results in a transitional year, with revenue growth, improved profitability, and strong cash flow. Our focus has been on strengthening our foundation, ensuring we have the right capabilities, technology, and strategy to scale.

We are making significant progress in AI innovation, with the Janison AI platform now operational internally for item development, bringing scale and efficiency to our content creation process. In addition, we are trialing the platform with several customers, with early positive feedback validating its potential impact. Alongside AI, our investment in capability building, including additions to our high-calibre leadership team, ensures we are well-equipped for the next phase of growth.

A key highlight is our stronger customer pipeline, with several high-value opportunities progressing across education and professional accreditation sectors. With a disciplined approach to execution, we are confident in our ability to scale revenue, improve margins and drive long-term value for customers and shareholders.

Janison is at an exciting inflection point—delivering solid results today while building for tomorrow. With a focused strategy, cutting-edge AI innovation, and a strengthened customer pipeline, we are well-positioned to drive sustainable growth. We have enhanced our capability with new leaders joining the team. Our Chief Technology & Product Officer is now onboard and our Chief Growth Officer is set to commence in Q4, further strengthening our ability to execute on our vision and create a lasting impact in the education and assessment sector.

<sup>3</sup> Reported Gross Profit in 1H24 was \$13.6M however a reclassification of costs was made in 2H24 from Opex to Cost of Sales for costs incurred in 1H24. For a fair comparison of prior year financials, the Gross Profit in 1H24 has been adjusted to account for the 2H24 reclass.

\* ENDS \*

This release has been approved for release by the Board of Janison.

For further enquiries, please contact Janison Investor Relations, email: [IR@janison.com](mailto:IR@janison.com)

**Visit [janison.com](http://janison.com).**